



# Inside Sales 2017 - Dallas

## Conference Overview

February 15th, 2017 | 7:00 AM - 7:30 PM

### Conference Highlights:

- ◆ All-new presentations from over 20 of today's leading Inside Sales experts
- ◆ New format with extended tech expo time
- ◆ The only conference of its kind; designed for Inside Sales "frontline" Reps, Managers, Leaders and Teams
- ◆ Hear the latest sales hacks, best practices, hot trends and technologies, and "frontline" specific tracks providing attendees with in-depth development opportunities they can take back and implement in their jobs immediately!
- ◆ Time dedicated to exploring the latest tools and technologies for our profession
- ◆ 12 45-minute breakouts to choose from throughout the day
- ◆ Network with hundreds of like-minded Inside Sales professionals who are dedicated to advancing their careers and our profession

### Conference Location:

Hurst Conference Center  
1601 Campus Drive, Hurst TX 76054

### Hotel Information:

Hyatt Place Fort Worth/Hurst  
1601 Hurst Town Center Drive  
Hurst, TX 76054  
Rooms start at \$119/night

### Conference Ticket Pricing\*:

Member Pricing: \$395 / person  
Non-Member Pricing: \$495 / person  
Earlybird pricing expires: 1/13/17

*\*Discounts are available for teams of 4 or more.*

### Who Should Attend?

- Inside Sales Reps & Managers
  - Leader Qualification Reps
- Business Development Managers
  - Account Managers
- Inside Sales Team Leaders
- Sales Leaders & Executives
- Anyone supporting an Inside Sales function

### Topics to be Covered:

- Sales Hacks & Best Practices
- Hiring & Recruiting for Inside Sales
  - Overcoming Objections
- Ways to Improve Your Connection Rates
  - Prospecting Skill Development
- Career Building for Sales Professionals
  - Technology as a Sales Tool